

The ESSENTIAL  
Relationship  
Workbook

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*A Practical Guide for Finding  
and Nurturing Love*

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JAY ORLIN

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**Worksheets**  
**for**  
**The Essential Relationship Workbook**  
*A Practical Guide for Finding and Nurturing Love*

**Jay Orlin**

**Illustrations and Graphics by**  
**Thomas Hodiak**



# Understanding Yourself: Who Are You Today?



## Determining your Personal Tendencies

The Personal Tendency Indicator (PTI) will help you to determine your PTs. It is a set of questions to which you will answer 'yes' or 'no'. You will then use the results to map out your own PTI configuration.

If you have a paper version of this book, you can use these pages to mark your answers and map out your PTI configuration. If you are reading an electronic version of this book, you can visit [www.essentialrelationshipworkbook.com](http://www.essentialrelationshipworkbook.com) to download the worksheets for this book, or use the automated tool to map out your PTI configuration.

If you agree with the statement, mark a '1' → (1 = yes / agree).

If you do not agree with the statement, mark a '0' → (0 = no / disagree).

Add each column; you will have a score between 1 and 10.

Part 1 Assessment Questions	1 = yes; 0 = no →	1 or 0
I trust my internal feelings to provide me with useful guidance.		
I often come up with exciting new ideas.		
I need the concept behind things before I can understand them.		
I apply information from my dreams to give my life direction.		
The guidance I get from my intuition is trustworthy.		
I see new possibilities and potential in most circumstances.		
Knowing what happened is not enough for me. I need to know why?		
I rely on my view of the Big Picture when I make choices.		
The process of brainstorming new ideas and possibilities is very enjoyable for me.		
It's easy for me to see the overall plan or design that is behind things		
<b>Part 1: Total <u>CONCEPTUAL</u> Score</b>	<b>C-Score =</b>	

Part 2 Assessment Questions	1 = yes; 0 = no →	1 or 0
I focus on efficiency above other factors when making a decision.		
I choose actions that will work rather than choosing them for experimentation.		
I do what is required to complete a project even if it hurts someone's feelings		
Recreation and personal matters always come after business needs are satisfied.		
I bend or ignore rules that prevent me from getting something important done.		
I do not allow conformance to social norms to interfere with achieving my goals.		
I give the most importance to how well something works, not how it looks.		
I do what I really want even if it will hurt a loved one's feelings.		
I prefer to decide how to get things get done rather than taking a vote.		
I base my actions on achieving success rather than making people feel good.		
<b>Part 2: Total <u>TANGIBLE</u> Score</b>	<b>T-Score =</b>	

Part 3 Assessment Questions	1 = yes; 0 = no →	1 or 0
I always try to act in accordance with the social environment I am in.		
I do the right things whether or not anyone will know about it.		
I take other people's feelings strongly into account before I make decisions.		
I find it very difficult to take an action that I know will cause conflict.		
I feel great when I am able to get all parties to understand and agree on a plan.		
I expect everyone to follow legal and social rules for the good of all.		
If someone is uncooperative I would rather they just left the group.		
I would rather lose than win by taking an unfair advantage.		
I think very carefully about how my decisions could affect other people's lives		
Nothing is more satisfying for me than helping others.		
<b>Part 3: Total <u>SUPPORTIVE</u> Score</b>	<b>S-Score =</b>	

Part 4 Assessment Questions	1 = yes; 0 = no →	1 or 0
I can only determine what is real through objective observation.		
I require verifiable facts, not big picture theories, before I make a decision.		
I am uncomfortable making decisions without visible indicators.		
Results are what really matter, not the intentions behind the actions.		
I rely on historical trends to show what will come next.		
All that really matters is taking place in the present. .		
When I hear a story I need to know Who, What, When, and Where. I don't really need theories about the Why.		
I do not appreciate generalized information. I need the details.		
It is a waste of time to worry about the past or the future		
If I don't see results I will not support an activity, no matter how popular it is.		
<b>Part 4: Total PRAGMATIC Score</b>	<b>P-Score =</b>	

## Steps to Determine Your Plotting Numbers for the PTI Chart

1. Use the T, P, S, and C-Scores from the Assessment Questions you just completed to fill out the PTI Worksheet, below. You will notice that each column in the worksheet already has a “10” in it. This is simply to provide you with a better visual result when you plot your PTI Chart.

		10				10				10				10
C-Score	+			T-Score	+			S-Score	+			P-Score	+	
T-Score	-			C-Score	-			P-Score	-			S-Score	-	
Conceptual	=			Tangible	=			Supportive	=			Pragmatic	=	

**PTI Worksheet**

2. Use the results from the PTI Worksheet to mark the corresponding box on the axis in the following PTI Chart with an “X”.
3. Draw a rectangle which intersects each X.
4. The rectangle provides a visual representation of the space your own natural tendencies occupy.
5. See the example that follows, if you need help.





# Connecting with Potential Partners: Finding the Golden Needle in Life's Haystack



## Exercise 5 *Planning a date*

### Scenario

You have seen someone interesting at the gym several times and have had some brief conversations... This is the first time you have sat down together intentionally at the snack bar.

They seem interested and after a while, asking for a date seems appropriate. What might you suggest as a date activity?

### Response

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## Exercise 6 *Thinking through how you will handle awkward situations*

### Scenario

Your friend has been urging you to go on a blind date with someone they know from work. They insist that the person is one of the nicest and funniest people they have ever met. They are sure you will hit it off.

You have spoken once on the phone and they have a pleasing, sexy voice.

You arrive at a trendy spot where you are escorted to where they are waiting. Their appearance is not what you had imagined and you feel deeply disappointed.

What will you tell yourself and how will you handle the situation?

**Response**

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**Exercise 7** *Answering an Internet singles ad*

**a. Scenario for Men**

You found the following ad on a singles chat line. You find it interesting. How will you respond to it?

SWF early 30s, 5'4", educated, athletic, country music fan, looking for fun and adventure. Non-smokers only.

**b. Scenario for Women**

You found the following ad on a singles chat line. You find it interesting. How will you respond to it?

SWM early 30s, 5'10", educated, athletic, country music fan, looking for fun and adventure. Non-smokers only.

**Response**

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**Exercise 8** *Creating a productive mindset before an activity*

**Scenario**

Things have been going slowly as far as dating is concerned and you have decided to attend a speed-dating event at a local community center. You are in your car on the way to the event. What will you tell yourself to get into the optimal frame of mind?

**Response**

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**Exercise 9** *Practicing targeted small talk*

**Scenario**

You are in a coffee shop that you have adopted as your home away from home. It has many stuffed chairs, couches, tables, and electrical outlets for laptops. The employees are light-hearted and friendly and you are recognized as a Regular. They already know what you drink.

You have just ordered. Things are slow and you are the only one at the counter. The counter person says, “Sure is a slow day today. Is it a holiday or something?”

You reply, “Not that I know of. Do you prefer when it’s busy or do you enjoy the breaks in the action?”

They say, “No, I like to be really busy. It makes the time go faster.”

They say, “I see you in here all the time working. What do you do?”

You tell them about one of your interesting projects.

Write what you might say to let them know you are looking for a partner in the space provided below.

**Response**

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# Handling Conflict



## Exercise 1 *Calming an Empathetic*

### Scenario

Your partner came home from work highly upset and says she intends to quit her job. She has been a successful, high performer for several years, receiving regular promotions. In addition, her job has always been a big source of satisfaction and pride for her. You want to help her make sure she does not take a rash action she will regret later.

“I can’t believe it. Rob Branting is such a hypocrite. I showed him my project plans this morning and he readily agreed to support my approach. In fact, he was very complimentary. A couple of hours later my boss took me off the project. I found out that two hours after my meeting, Rob met with my boss and said he objected to my plans and made some personal attacks.”

“Who wants to spend their day looking over their shoulder worrying about phonies and petty liars? If that is what I can expect from senior managers like him and my boss, I don’t really want to be part of that company any longer. I’m going to give my notice tomorrow.”

### Response

What might you say to calm and enable your partner to becoming receptive to looking at the situation in a less extreme way? Write your reply below.

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**Exercise 2** *Calming a Traditionalist*

**Scenario**

You and your best friend are part of a long-time group that meets regularly at the local coffee shop. She is upset because you just told her that the group made the decision to change the regular meeting date and time without consulting her.

“It is unacceptable that you just up and change our meeting day. We have met on Wednesdays for the past three years. I do not see a reason to change our tradition and in any case, you should have waited until I was there to discuss it. It is unfair and beneath you to act that way. I will be at the coffee shop next Wednesday at the usual time and I expect you to make sure everyone else is there too.”

**Response**

What might you say to diffuse your friend? Write your reply below.

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**Exercise 3** *Calming a Strategist*

**Scenario**

You are on the Board of Directors of a non-profit organization dedicated to helping illiterate people learn to read. Suraj Metha is the new Director and in his drive for efficiency, he schedules meetings and events without regard for the personal needs of employees or volunteers. People are complaining and one of the best volunteers has already quit. You have also heard rumors that staff members are looking for other jobs. You are worried that the organization will not be able to deliver services. When you bring it up with Suraj, he says the following:

“This organization has a critical mission. I have carefully analyzed our goals and objectives, and the schedule is based on when clients can conveniently access our services. If you look at the chart on my wall, you will see that I have maximized efficiency.

People should not join this organization if they are not totally dedicated. I work whenever it is necessary, day or night, and there is no reason they cannot make it a priority as well. I am going to issue a memo reinforcing that point right now. Please excuse me.”

He retreats into his office and quietly closes the door.

## Response

How might you convince him that more sensitivity toward people's needs would improve morale, as well as support the work of the organization?

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### Exercise 4 *Calming a Charismatic*

#### Scenario

John Carelle is the coach of your daughter's Little League softball team. He is fiercely competitive and quick to become agitated if someone does not perform to his expectations. His manner of dealing with the girls is harsh. He resists input about better ways to work with them and when the team loses, he makes practice sessions a miserable experience. You have been designated as spokesperson for the parents. When you talk with him about this, he says the following:

“Hey, I'm not here to baby-sit a bunch of whiners. I'm here to produce winners. These parents think they are helping their kids by attacking me. But what they are doing is turning them into a bunch of gutless losers. Screw them! When the team takes first place, they will all be lining up to shake my hand.

If anything, I am going to add more practice sessions and slackers will spend the games on the bench. If the parents don't like it they can quit their big, fancy jobs and coach the team themselves.”

#### Response

How would you calm him enough to discuss using a more sensitive approach to the team? Write your reply below.

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**Exercise 5** *Identifying Unfair Fighting*

Read each vignette and circle the Fair Fighting Principle involved in the right hand column. Hint - One of the vignettes is an example of Fair Fighting.

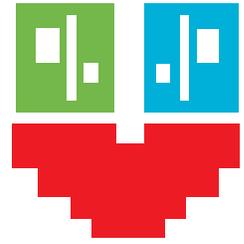
Vignette	Principle
<p><b>A:</b>            Gina: “I sent out an email blast this morning inviting our friends to the party. I am so excited; I can’t wait to see who will be coming.”            Reggie: “Oh good. Which date did you pick?”            Gina: “Well, we agreed it should be late in the month. So, I picked the 24<sup>th</sup>.”            Reggie: “Why would you pick the 24<sup>th</sup>? If you just looked at the calendar you would have plainly seen that it’s a 3-day weekend.”            Gina: “Yes Reggie. I <i>plainly</i> saw that it is a 3-day weekend. You asked me to choose a date and I liked that one.”            Reggie: “Yeah. Well, next time I’ll do it myself. You can’t really think ahead very well and you always make these kinds of mistakes. Such a little thing is too much for you, huh?”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: 2</i></p>
<p><b>B:</b>            Reggie: “I am in the middle of a project and I can’t stop right now to help you with painting the living room. If you can put it off for a couple of days, I’ll be happy to help.”            Gina: “I need some help now, not in two weeks. If I asked my brother for help he would make it a priority. Is helping me work on <i>our house</i> that unimportant?”            Reggie: “I don’t think it’s unimportant. It’s just that I am concentrating on a work project and I need to finish a major section before I put it away.”            Gina: “Don’t think I am going to be treated the way your Dad treats your Mom. I was raised in a family that looks out for one another.”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: 4</i></p>

<p><b>C:</b> Reggie: “Have you mailed in the insurance forms?”</p> <p>Gina: “Oh my Gosh. I’m glad you reminded me. With everything that’s going on I forgot.”</p> <p>Reggie: “Actually, it doesn’t surprise me. You are often irresponsible and unreliable.”</p> <p>Gina: “Oh really. Well you are often a real Ass.”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: 3</i></p>
<p><b>D:</b> Iain: “What are you doing? Are those signs you are making?”</p> <p>Ariel: “I know you object, but I am still going to the Greenpeace rally on Saturday.”</p> <p>Iain: “Ariel, you’re killing me. As a banker, I can’t risk alienating anyone. If you go to that rally I am going to have problems at work. You know how conservative they all are. As my wife, I need you to keep up appearances.”</p> <p>Ariel: “I understand that. But, it makes me very unhappy to live like a phony. When we first got together we both had a passion for this planet. And you still say it matters to you all the time.”</p> <p>Iain: “I don’t want you to feel like a phony. And I think you are right. I have been suppressing my own passions about it.”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: fair fighting</i></p>
<p><b>E:</b> Ariel, spinning around to show her new outfit: “I went shopping with Toni and we had a ball. How do you like it?”</p> <p>Iain: “Oh. That’s a beautiful pattern. Nice colors too. But, given your weight, couldn’t you find something that reveals less?”</p> <p>Ariel, suddenly not feeling so good about herself: “Well, maybe you are right. I saw some other outfits I liked. I’ll go have another look.”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: 1</i></p>

<p><b>F:</b> Ariel, the next day, somewhat subdued and standing in a different outfit: “I asked the clerk to help me find something more suitable.”</p> <p>Iain, noticing the absence of delight Ariel showed yesterday: “You really have an eye for pretty stuff. I do like it.”</p> <p>Ariel: “I’m glad you like it. I certainly don’t want you to feel embarrassed about going places with me.”</p> <p>Iain, realizing what has transpired: “I don’t know what I was thinking about yesterday when you showed me the other outfit. Ariel, I should not have said that about your weight. Honestly, I still think you are the prettiest woman anywhere. I am really sorry about that. And I always feel good about going places with you.”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: 6</i></p>
<p><b>G:</b> Gina: “I sent out an email blast this morning inviting our friends to the party. I am so excited; I can’t wait to see who will be coming.”</p> <p>Reggie: “Oh good. Which date did you pick?”</p> <p>Gina: “Well, we agreed it should be late in the month. So, I picked the 24<sup>th</sup>. You said for me to go ahead and pick a date so…”</p> <p>Reggie, interrupting: “Well, you are just going to have to <i>email blast</i> a retraction. That’s a bad date and I’m not going to waste time on an event that’s going to fail.”</p> <p>Gina: “This was my choice to make and I liked the 24<sup>th</sup>.”</p> <p>Reggie, speaking more loudly: “You made a wrong choice. Face it. It’s better to fix it right away. It will be completely your fault if it stinks.”</p> <p>Gina: “Oh come on. You are making way too much of it.”</p> <p>Reggie, raising his voice still louder: “We’ll pick a better date right now and then you can send an email with the correction. Alright?”</p>	<p>1 2 3 4 5 6 7</p> <p><i>Answer: 5</i></p>



# Growing the Relationship: Manifesting Love's Infinite Potential



## Exercise 1 *Conceptual **responding** to a Tangible*

Joe, a Conceptual (Empathetic or Strategist) is hearing Lisa's, a Tangible (Traditionalist or Charismatic) description of her trip to a building site.

Lisa: "I met Joyce, David, and Brad at the site and we looked over the plans. It was very noisy and we could hardly hear one another. There were six generators running and there was constant hammering. But, it was helpful that we were there in person. I don't think we could have understood exactly what was **going on if we didn't meet in person**. David said they found a less expensive source for pressure-treated 2'x4's too. That will save us 3% on the framing wood."

Joe: "Oh that's great. I'm really glad you had a good day and your project is moving forward."

Lisa: "Brad got there late. He said he had to break away from a deposition and Joyce was pretty ticked off about waiting. I really don't see why it mattered, but she was upset He is working on a case involving two brothers who are fighting over an inheritance. I think he said they were Russians. And he mentioned there may be a sister coming in to testify in the case."

Joe: "Oh well, I'm sure they will work it out."

He returns his attention to whatever he was doing.

Scoring Joe:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

## Exercise 2 *Conceptual **responding** to a Tangible*

Joe, a Conceptual (Empathetic or Strategist) is hearing Lisa's, a Tangible (Traditionalist or Charismatic) description of her trip to a building site.

Lisa: "I met Joyce, David, and Brad at the site and we looked over the plans. It was very noisy and we could hardly hear one another. There were six generators running and there was constant hammering. But, it was helpful that we were there in person. **Otherwise**, I don't think we could have understood exactly what was going on. David said they found a less expensive source for pressure-treated 2'x4's too. That will save us 3% on the framing wood."

Joe: "Oh that's great. I'm really glad you had a good day and your project is moving forward."

Lisa: “Brad got there late. He said he had to break away from a deposition and Joyce was pretty ticked off about waiting. I really don’t see why it mattered, but she was upset He is working on a case involving two brothers who are fighting over an inheritance. I think he said they were Russians. And he mentioned there may be a sister coming in to testify in the case.

Joe: “I can imagine how hard it must have been to hear Joyce. Sometimes I can hardly hear her just sitting at a dinner table. That’s great news about the 2’x4’s. How long were you all down there?”

Lisa: “We were there for about an hour and a half. Brad got there late. He said he had to break away from a deposition and Joyce was pretty ticked off about waiting. I really don’t see why it mattered, but she was upset.”

Joe: “How did you know she was upset? What did she say?”

Scoring Joe:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

**Exercise 3** *Conceptual **initiating** communication with a Tangible*

Joe – Describing his day at the pottery studio

Joe: “I’m tired. I spent the whole day at the Studio. But, I’m happy I got some good stuff done.”

Lisa: “What were you working on?”

Joe: “Oh, I just threw a few pots and worked on the sculpture.”

Lisa: “What were you working on?”

Joe: “Some bowls and a teapot”

Scoring Joe:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

**Exercise 4** *Conceptual **initiating** communication with a Tangible*

Joe - Describing his day at the pottery studio

Joe: “I’m tired. I spent the whole day at the Studio. But, I’m happy I got some good stuff done.”

Lisa: “What were you working on?”

Joe: “I started three new pieces. Two are salad-sized bowls and one is a teapot, a lot like the dragon one I did a few months ago.”

Lisa: “That sounds good. When do you think they will be done?”

Joe: “The bowls will be done this week. The last time I did a dragon teapot it took two weeks. I suppose this will be the same. By the way, I also spent a couple of hours on the big sculpture. I took a photo on my cell phone so you can see how it’s going.”

Scoring Joe:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

### Tangible PTs

If you are a Tangible, your natural tendency is to focus on practical issues and to observe and remember as many details as possible. You not only easily remember names, dates, and other specifics, but you ask probing questions to verify them. Your gift to a Conceptual may be to ratchet back on the amount of detail you provide or request so your partner can comfortably stay engaged.

#### **Exercise 5** *Tangible **responding** to an Conceptual*

Dan, Tangible (Traditionalist or Charismatic) hearing Bonnie’s, Conceptual (Empathetic or Strategist) - description of a recent activity.

Bonnie: “I had a delightful day window shopping with Gina. We went to a bunch of art stores and had lunch at the Grill Place.”

Dan: “The Grill Place is very good. What time did you get there? It gets really busy after 12:15. You have to wait 30 minutes for a seat.

Bonnie: “We went in at about 12:30 and got lucky. There was no wait at all today.”

Dan: “What time did you leave the house today? I found a package on the front steps from FedEx when I got back. I am sure glad no one stole it. I thought I told you I was expecting a shipment.”

Bonnie: “Are you saying that I was supposed to sit by the door and wait in case a package came?”

Scoring Dan:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

#### **Exercise 6** *Tangible **responding** to an Conceptual*

Dan, Tangible (Traditionalist or Charismatic) hearing Bonnie’s, Conceptual (Empathetic or Strategist) - description of a recent activity.

Bonnie: “I had a delightful day window shopping with Gina. We went to a bunch of art stores and had lunch at the Grill Place.”

Dan: “The Grill Place is very good.

Bonnie: “We went in at about 12:30 and got lucky. There was no wait at all today.”

Dan: “Well, that sounds like a great day. Did you see anything really special in art the stores?”

Bonnie: “Seascape Gallery is showing a new artist. She does sculptures out of gourds. They are really amazing. Would you like to go with me to see them on Saturday?”

Dan: “I can’t on Saturday. But, we can go on Sunday—they’re open on weekends.

Scoring Dan:										
Quality of Communication	1	2	3	4	5	6	7	8	9	10
Deposit to Emotional Bank Account?	Yes					No				

**Exercise 7** *Tangible **initiating** communication with a Conceptual*

Dan: “I had my meeting with the Great Neck Foundation today. I got there 20 minutes early because I didn’t trust the traffic and then they were late. Anyway, there was this one guy, Bob Patterson, he’s the former CEO of Igloo Enterprises, but now he’s on the Great Neck Board, who was interrupting me all the time. By the time I got halfway through my presentation he had everyone distracted with his stupid golf stories.”

Bonnie: “Oh dear. That sounds so frustrating. How are you feeling now?”

Dan: “Oh, I’m fine. I finally got their attention back and they want to go to the next step. Bob was only one of eleven attendees, not counting me. Let’s see, there were five people from the Foundation, including Bob, two from the City, one from County, one from State, and two from the school- one administrator and one teacher.

The ones from the school asked the most questions. But, they weren’t rude like Bob. The teacher, I think his name was Michael James, asked the best questions. He teaches Math and Sciences at the high school. He said that their new math program is very successful. He hopes to get other high schools interested in it.”

Bonnie: “Well, I’m glad you made progress. Congratulations.”

Scoring Dan:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

**Exercise 8** *Tangible **initiating** communication with a Conceptual*

Dan: “I had my meeting with the Great Neck Foundation today and they are ready to move on to the next steps.”

Bonnie: “That’s wonderful. I’m so glad you had a success.”

Dan: “Thanks. I am feeling really good about it. I’ll tell you though, the meeting dynamics were a total circus. Do you want to hear about it?”

Bonnie: “I’m actually on my way out right now; later would be better to hear the whole story. But I’m just too curious about what you mean by a *circus* to wait. Can you give me a clue before I have to rush off?”

Dan: “There was one obnoxious guy who kept interrupting me and it took half the meeting to get things under control. I wasn’t the only one he was annoying. Everyone was happier once he quieted down. I’ll fill you in on the rest when you get home.”

Scoring Dan:	
Quality of Communication	1 2 3 4 5 6 7 8 9 10
Deposit to Emotional Bank Account?	Yes No

# Appendix

You can record completion of the exercises below.

You can make notes of anything your found especially interesting for later reference.

Chapter	Exercise	Date	Notes
1	P11		
2	1		
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